1	UNITED STATES DISTRICT COURT EASTERN DISTRICT OF MICHIGAN		
2	SOUTHERN DIVISION		
3	— — — — — — — — — — — — — — — — — — —		
4	PALLTRONICS, INC.,		
5	Plaintiff,		
6	v. Case No. 2022-cv-12854		
7	PALIOT SOLUTIONS, INC., f/k/a PALIOT SOLUTIONS, LLC,		
8	Defendant.		
9	/		
10	MOTION FOR TRO AND PRELIMINARY INJUNCTION BEFORE THE HONORABLE DENISE PAGE HOOD		
11	(Held via Zoom technology)		
12	United States District Judge Theodore Levin United States Courthouse		
13	231 West Lafayette Boulevard Detroit, Michigan		
14	Thursday, December 22, 2022		
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Detroit, Michigan
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 2
      Thursday, December 22, 2022
 3
      2:07 p.m.
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               THE CLERK: The United States District Court for the
 5
 6
      Eastern District of Michigan is now in session, the Honorable
 7
      Denise Page Hood presiding.
 8
               Calling Case Number 22-12854, Palltronics, Inc. versus
 9
      PALIOT Solutions, Inc.
               Appearances, please, counsel, starting with the
10
11
      Plaintiff.
12
               MR. KOERING: Good afternoon, your Honor.
               THE COURT: Good afternoon.
13
               MR. KOERING: Good afternoon, your Honor. This is
14
15
      Jacob Koering on behalf of the Plaintiff, along with my
      colleague, Joel Bryant. We're appearing here. I also have on
16
17
      the phone -- I believe I caught the names, but Mr. Marc Swanson
18
      and Mr. Steve Roach as well.
19
               THE COURT: Okay. Good afternoon to all of you.
20
               MR. CATALDO: Good afternoon, your Honor. For the
21
      Defendants, Christopher Cataldo. I'm here with my partner, Jon
22
             And they should be connected on the phone, client
23
      representatives Paul Barry and Mr. David Distel.
24
               THE COURT: How do you spell Distel?
25
               MR. CATALDO: D-I-S-T-E-L.
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1
               THE COURT: Okay. And who was the other person?
 2
               MR. CATALDO: Paul Barry, B-A-R-R-Y.
 3
               THE COURT: Okay. Good afternoon to all of you as
 4
     well.
 5
               Who's in Chicago?
 6
               MR. KOERING: That would be me, your Honor.
 7
               THE COURT: Is it already snowing there?
 8
               MR. KOERING: It is, yes.
 9
               THE COURT: Okay. All right.
               MR. KOERING: I have to thank you very much for your
10
11
      kind consideration in moving this. I appreciate it.
12
               THE COURT: I hope it snows on you and goes straight
13
     to Cleveland, so ...
14
               Okay. I have here a Plaintiff's motion for a
15
      temporary restraining order and preliminary injunction; is that
16
     right?
17
               MR. KOERING: That's correct, your Honor.
18
               THE COURT: Okay. I'm ready to proceed.
19
               MR. KOERING: Thank you, your Honor. As I said at the
20
      introduction, my name is Jacob Koering. I'm one of the counsel
21
      for Palltronics, the Plaintiff in this case. I had mentioned a
22
      few of my colleagues on the way in are here. I also have on
23
      the phone several of our client representatives, including --
24
     and I apologize. I don't see them so I may miss one or two,
25
     but Marty DiFiore and Damian Kassab who are both in the
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leadership at Palltronics.
 1
 2
               THE COURT: Okay.
 3
              MR. KOERING: So --
               THE COURT: I should be -- I should have also -- well,
 4
 5
      they're very welcome to listen in as well. I should have said
 6
     at the beginning that we need to complete the arguments by no
 7
      later than 3:30, okay, everything. All right.
 8
               MR. KOERING: Thank you, your Honor.
 9
               THE COURT: So does that mean you want to take how
      long? Do you have the video or someone else?
10
11
               MR. CATALDO: Your Honor, the Defendants have the
12
     video, which is three minutes. It really shouldn't impact the
13
      length of the hearing materially.
14
               THE COURT: Okay. So how long are you going to take
15
     Mr. -- is it Koering?
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               MR. KOERING: Koering. Yes, your Honor. I don't
17
     anticipate me taking more than about a half an hour for our
18
      initial presentation.
19
               THE COURT: Okay. That's it. I'm sure you can -- for
20
     your initial presentation.
21
               Okay. And what about your, Mr. Cataldo?
22
               MR. CATALDO: Your Honor, we think we can make our
23
     presentation and response in a half hour as well.
24
               THE COURT: All right. Very good. Let's go ahead and
25
      go then.
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MR. KOERING: Thank you, your Honor. We're here on Palltronics' motion for a preliminary injunction. And Palltronics' motion really seeks pretty straightforward relief. We're asking the court to enforce the terms of a bankruptcy sale order that was entered in the Eastern District of Michigan Bankruptcy Court, but gave exclusive ownership and use of certain assets of a company called Lightning Technologies, a debtor in that bankruptcy proceeding, which those rights were then given to our client, Palltronics, after winning the bid in that case.

The assets in that bankruptcy proceeding included not just trade secret assets, but also other kinds of intellectual property, including confidential and proprietary information of Lightning, all relating to a new and improved shipping pallet.

And so we're asking your Honor to enter an order enjoining the violation -- any further violation of the sale order in that bankruptcy court and to enjoin any ongoing misappropriation of trade secret information related to the trade secret assets of that company.

Now, there are two separate bases again to enjoin PALIOT's conduct here. One is based on the sale order. I'll discuss that separately. And then second is on trade secret misappropriation.

Now, it's notable here that PALIOT claims that it is not using the assets of Lightning or any of its trade secrets.

Assuming as much, this could be a short hearing. It should be a straightforward request to have an injunction issued that would enjoin the use of these assets, or of the trade secret assets of Lightning purchased through Palltronics if, in fact, PALIOT is not using those assets. So we would just raise that up front.

Now, before I get into the substance of the argument here, your Honor, I think it's important to get a little bit of background in terms of how we got here. The story here when you boil it down is not complicated. In February of 2021 Lightning Technologies was placed into Chapter 7 involuntary bankruptcy by its creditors. Now, Lightning Technologies was a -- at its core, a technology company. It spent five years, five plus years and 25 million dollars developing a shipping pallet.

Now, I know that doesn't sound very interesting on its face, but the reality is that shipping pallets play a core component role in our product supply chain. And as we've all seen recently, the product supply chain is a key aspect of many parts of our economy and our business. As a matter of fact, there are two billion pallets that are used in the United States alone every year -- that's a B. So that's a lot of product that's being shipped around the United States. And it's used by companies to stack their goods on top of them and ship them from place to place.

Lightning's development process was focused on creating a very special kind of shipping pallet, one that improved on shipping pallets in the past, one that was reusable, long-lasting, strong and trackable. All of those features were key to a particular kind of business called pallet pooling in which a company like our client, Palltronics, rents its pallets, its shipping pallets, to manufacturers and other producers who then stack their goods on top of those and ship those pallets through the system.

Now, what's important about that process is that the pallets need to meet certain requirements for these manufacturers to use them. They have to be strong and resilient so that they can be used multiple times. Otherwise, they're wasting all of that effort renting out the pallets. And then they need to be recoverable. So they need to be able to be found throughout the system so that the renting company, the pallet pooler, can go back and get those pallets. All of the features that Lightning designed over its five plus years of existence were aimed at trying to create an improved pallet for that particular application.

Now, despite all of this investment, which again five plus years and 25 million dollars, at the end -- at the time it was put into bankruptcy Lightning did not have a revenue stream. It was not successful yet in terms of getting companies to rent its pallets. It wasn't ready to go. And so

it was at that time essentially an IP company. It had developed this pallet, it was almost ready to go, but it didn't have any revenue stream. So going into bankruptcy what companies were going to be buying was essentially the IP assets of the company, a few hard assets.

Now, PALIOT was formed just one month prior to the bankruptcy in this case, meaning that they didn't exist before about two years ago. Both PALIOT and Palltronics participated in the bankruptcy process, meaning they had the opportunity to comment upon and object to the decisions and the rulings of the judge in that bankruptcy case.

Now, notably -- and I should say at the end of that bankruptcy proceeding Palltronics was successful in bidding on the assets of Lightning Technologies and purchased them subject to a sale order from the bankruptcy court for five million dollars. PALIOT was the secondary bidder, the backup bidder. Their bid was 3.2 million dollars, or about half of -- just over half of what Palltronics' bid was.

During that bankruptcy proceeding, and what's I think notable here, is that PALIOT did not make any of the allegations in front of that court that they're making here.

PALIOT did not state to the bankruptcy court that Lightning's assets did not include intellectual property, but only included hard assets, for example. And they never claimed that the core technology of that company was that the pallets and its use was

somehow all in the public and, therefore, not an asset to the company. Instead it stayed silent, it bid for the assets, and then when it lost it stayed on as the backup bidder hoping that Palltronics would fail to make its payment.

Now, when Palltronics completed its process and made the payment that it promised in the bankruptcy process, PALIOT hired ex-Lightning employees. And then less than a year after it was founded and after it lost its bankruptcy proceeding it started telling the world that it could provide essentially a nearly identical pallet to the same customers and the same purposes as Lightning using the same business method that Lightning had identified. In other words, PALIOT lost the bid, decided not to bid more, and then hired ex-Lightning employees to duplicate the product and business of Lightning.

Now, what's important here is -- what one important piece of information here is that the bankruptcy court here has already held PALIOT in contempt for exactly this kind of behavior. In early 2022, Palltronics became aware that someone had changed the information on Lightning's Linked In page and falsely represented connection between Lightning and PALIOT. Specifically they included on there a link to PALIOT's website, it included a contact number of which somebody could contact PALIOT from the Lightning Linked In page, and it made other changes to make it look like Lightning and PALIOT were related companies.

So Palltronics filed a motion with the bankruptcy court, and much like here PALIOT made some arguments trying to claim that it didn't do anything wrong. It even went so far as to blame Palltronics as being the party who made these changes to the Lightning page to direct customers to PALIOT.

Now, Palltronics did its job, asked for discovery, and then took discovery from Linked In to find out what happened.

And it turned out that the discovery from Linked In showed that one of the co-founders of PALIOT, Mr. Rich MacDonald, who is their chief technology officer and chief sustainability officer, he was the one who logged in and made those changes.

So even as far as I think it was July of 2021 PALIOT was trying to represent to the world that it could do the same business as Lightning. The court held PALIOT in civil contempt for violating the bankruptcy stay based on this conduct and it granted Palltronics its attorney fees, but did not foreclose any further damages related to that.

It's clear PALIOT has an interest in showing to the world that it is engaged in the same business as Lightning was, but it cannot do so without violating the terms of the bankruptcy sale order, without violating the rights that Palltronics legally bought out of the bankruptcy case.

But let me turn to the sale order. The most straightforward basis for enjoining PALIOT's conduct here is for the court to enjoin PALIOT from any further violations of

the sale order by its use of any assets of Lightning. Now, I can't capitalize the word "assets" when I speak it, but the word "assets" in the sale order has a capital A to it and it has a meaning. And what does the sale order say about the word "assets"?

Well, the sale order granted Palltronics exclusive use and ownership of assets of Lightning which were broadly defined as, quote, anything that was used, usable or capable of being used in the business. So what that means is that PALIOT obtained -- I'm sorry, Palltronics obtained significant assets through this bankruptcy proceeding and brought assets relating to Lightning's business, and that makes sense. After all, the purpose of a bankruptcy proceeding is to compensate creditors of the debtor company. And in a Chapter 7 provision it's to sell the assets of the company for the highest possible value to compensate those creditors the most that you can.

It makes sense that a court would want to give broad rights to the party purchasing the assets on a bankruptcy, because then they will pay the most for those assets. If on the other hand it were to allow another bidder as part of that process to instead of bidding on the assets instead hire ex-employees of a debtor company and then just duplicate the business afterwards, it would undermine the bankruptcy process and lower the value of the assets that are purchased through that process.

Now, that's not just Palltronics saying that. It's Judge Tucker and the bankruptcy court who said this explicitly. When he issued his sale order in May of 2021, he -- it had two pieces. It had multiple pieces, but the two most important here are it had the sale order itself in which the bankruptcy court authorized the sale of the assets to Palltronics. And then it had an asset purchase agreement in which the details of that purchase were laid out.

And that language that I read to you before about the purchase of anything that was used, useful or capable of being used, that comes from the asset purchase agreement, which is, for your Honor's reference, at Exhibit 4 to the Complaint, Page ID 338. And what the sale order says is that those assets were to be, quote, transferred to buyer free and clear of any and all interests, which for the intellectual property assets which were part of what was purchased the sale order defined that as any other claim or interest that might impair either the title to or the value of that intellectual property.

And, as Judge Tucker stated in that order, he said the buyer would not enter into the final APA or consummate the transaction under the final APA unless the assets are transferred to buyer free and clear of any and all interests other than assume liabilities in respect to assumed contracts. A sale of the assets other than one free and clear of all interests would yield substantially less value for the

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bankruptcy estate.
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And that's what we have here, the -- if a bidding party like PALIOT were allowed to simply hire ex-employees of the debtor and then take those assets through those employees for their own use, it would undermine the value of the intellectual property that was purchased and would yield substantially less value and creates an issue here.

Now, what we know is based on the testimony -- based on the website of PALIOT that just one year after it was founded it was advertising to the world that it was able to provide a nearly identical pallet product just a year after the bankruptcy bid. The fact that it did so with nine plus ex-Lightning employees in its leadership team demonstrates how they got there. They didn't spend five years of time developing this pallet product. They didn't spend 25 million dollars to develop this pallet product. Instead, they hired ex-Lightning employees, they mined them for information and then they made an identical pallet product, or some substantially identical pallet product.

It's notable here that PALIOT does not provide any evidence of independent development. It does not claim --

THE COURT: I'm sorry. Does not provide any evidence of what?

MR. KOERING: Independent development.

THE COURT: Okay.

MR. KOERING: That it spent its own time and resources and effort to independently come up with this pallet or to independently come up with the improvements that are part of the pallet. It does not list as any evidence its own R and D costs, if they exist, or explain how it came up with the substantial identical pallet without relying on Lightning's assets.

Now, we would point to, your Honor, a chart that is included in the evidence that we submitted with our opening bid. This is Exhibit 1 to our motion, which is the declaration of Roland Heiberger. Mr. Heiberger is one of the key development people at Lightning and he also works with Palltronics.

At paragraphs 31 to 33 of his declaration, which are at Page ID 643 and 45 on the docket, he outlines and compares the Lightning product and the advertised functionality and structure of PALIOT's product. And you see a one-to-one comparison of things like, for example, they both have the same hybrid wood and sprayed plastic structure. They both have a -- they're both made with the same kind of plastic -- sprayed plastic material.

And I was going to show this, but I want to be cognizant of the court's time. I direct you to that chart, which does have that comparison, and I'd note this. For the most part, Palltronics does not -- or PALIOT does not dispute

that their product includes each one of these elements. Now, again this is the elements that PALIOT advertises on the website that their product has.

But, for example, one of the allegations that they make, that PALIOT makes on its website, is that PALIOT's product is made from an engineered wood substrate. And what the testimony here is is that Lightning spent time and money developing and selecting a list of acceptable woods and sources of wood that would work with the strength-to-weight ratio required for this pallet to be used in this pallet pooling business.

One of those types of wood is, as PALIOT's own witness admits, this is Mr. Chaskielberg, his declaration in Exhibit J to PALIOT's response, he states that one type of wood that was used at Lightning was birch, and it turns out that PALIOT is also using birch wood.

Similarly, there is a -- PALIOT lists on its website that it uses a proprietary polyurea coating. Now, this is plastic, and this is the plastic that is sprayed on top of these pallets in order to give them strength and rigidity.

In its response at Exhibit M, Jacob Gabel, again on behalf of PALIOT, admits that it's -- PALIOT's plastic is the same basic plastic that was used at Lightning, which is this polyurea plastic.

Now, what's important here is less that there is a

one-to-one comparison between these products basically for the structure of them than it is the fact that PALIOT was trying to copy the same product that Lightning was making. And, in the context of the sale order, it's impossible for them to do that without using the broadly defined assets under the sale order.

Now, knowing that there's a comparison between these two products out there in the evidence is helpful, but it's also notable to know that not only are these products identical, but that PALIOT is advertising to the world some of the features and capabilities of the Lightning product as a basis for its own.

So, for example, I point you to the declaration of Ellwood Hunt, which is attached as Exhibit 4 to Plaintiff's motion, and specifically to paragraph 10 of that declaration at Page ID 716. Mr. Hunt testified as part of his testimony that he in observing the information that PALIOT advertises about its product that PALIOT claims to have that its pallet has a ten-year life span and that its pallet can meet the vigorous standards of a particular standard called ISO 8611.

So what's important about this is those two standards are some of the key features that Lightning developed and spent years developing as part of its product. And as Mr. Hunt testified, it takes a significant amount of time and effort to get your product testified -- tested and verified to have a particular life span and to be compliant with particular

standards, including ISO 8611. There's no evidence that PALIOT has ever done that testing. Instead, it appears that they're relying upon the testing done by Lightning for the nearly identical product to say that their own product can meet those standards.

Now, based on these comparisons it's clear that PALIOT's product is using the same material, the same pallet structure, the same manufacturing processes and the same vendors as Lightning. Their only argument is that for some of these identicalities they claim they're not trade secrets. But for the purpose of the sale order, that argument is irrelevant. It doesn't matter if they are trade secrets under the law. It matters whether or not they are assets as defined under the sale order.

information was disclosed about these products in advertisements or in media. It doesn't matter that somebody may have disclosed that their product is coated with a plastic when the spraying process we're doing was not disclosed. It doesn't matter, for example, that the idea that these pallets can be used by companies to save money, by getting carbon credits, that doesn't matter so long as how the companies can save that money using carbon credits it's not also disclosed.

It also doesn't matter if Lightning may have hired third parties to work with it in those development processes.

So, as Mr. Richard Crow testifies in his declaration, and this is -- I believe it's Exhibit 3 to our motion and specifically paragraph 9 at Page ID 709. Mr. Crow testifies that there were regularly nondisclosure agreements and confidentiality agreements entered into with third parties. And when those third parties were hired to work with Lightning they were done so under those kinds of confidentiality agreement.

And in general, as you can imagine, if a company pays for a third party to work with them as to a technology that the ownership of that technology then transfers to the party who pays for that technology, and that's what happened with Lightning.

Now, from our perspective, this is a pretty straightforward way for this court to find an injunction related to enjoining the conduct of PALIOT here. Specifically, an injunction should issue which provides that PALIOT shall be enjoined from using the media assets of Lightning in its business, and it can be that simple.

And because PALIOT is selling substantially an identical product, we believe that they can't sell that product without using those assets, but that kind of an injunction is something that would be consistent with a sale order and would be appropriate under the law. So that's one basis for an injunction.

Your Honor, I can pause here for a minute if you have

any questions with respect to that. Otherwise, I'll move on to trade secrets as well.

THE COURT: No, no. You can go on.

MR. KOERING: Thank you, your Honor. A second basis for an injunction here, a preliminary injunction, is PALIOT's ongoing misappropriation of Lightning's and thus Palltronics' trade secret information. Again, this is information that was purchased as an asset by Palltronics out of the bankruptcy proceeding.

Now, in our Complaint and in our motion we've identified three general categories of trade secrets. The material, equipment and selection and sourcing assets, pallet assembly and manufacturing assets, and pallet tracking and use assets. These are all assets that meet the definition of a trade secret under Michigan law and under federal law, because these are assets that derive independent economic value from not being generally known. These are features that were developed internally at Lightning under confidentiality protections, and they're information that is the subject to reasonable efforts under the circumstances to maintain their secrecy. And there's two pieces of evidence we will point to on that, your Honor.

First, the declarants that were submitted on behalf of Palltronics, the Plaintiff, all identify that confidentiality was a major concern at Lightning, that the employees and the

management understood that the details of the pallet and its use were confidential information of Lightning and should be treated as such. And I point to Mr. VanBynen's declaration at paragraph 4 to 6, Mr. Heiberger's declaration at numerous places, including paragraphs 15, 17, 19, 29 and 32, Mr. Hunt's declaration at 3, paragraph 3, and Ms. Dunahay's declaration at paragraphs 1 and 2.

And while PALIOT responds to this with witness testimony offering unfounded legal opinions about whether something was a trade secret or not, they don't dispute this expectation of confidentiality at Lightning. And so there is — there was an expectation of confidentiality at Lightning, and the parties and the individuals at Lightning treated information as confidential there.

And we note that we had identified one of the co-founders of PALIOT was Mr. Rich MacDonald. As an exhibit to Mr. VanBynen's declaration, he also attached a nondisclosure agreement, which shows a good example of the kinds of nondisclosure agreements that Lightning was entering into with third parties and with its employees.

PALIOT -- and so this is information that was subject to confidentiality, and it was also information that was valuable, and we know that because of the bankruptcy process here. In the bankruptcy process, the assets of Lightning Technologies included trade secrets, explicitly including in

the sale order under Schedule 2.1.4 of that order. And those trade secrets, amongst others, were what the parties paid millions of dollars to acquire.

We believe that there are a lot of trade secrets potentially available here, but I want to focus on two just given time and wanting to focus on clear issues here for the court in this hearing. So the two trade secrets I really want to focus on are the spraying process for the pallets and the carbon credit model that was developed for those products at Lightning.

So focusing on the spraying process first, the spraying process for these pallets is actually a pretty complicated process given the nature of the pallet and the purpose of the spraying. Mr. Richard Crow and Mr. Roland Heiberger testified in their declarations about the development of that process and how it went.

Part of the reason it's a complicated process is because of the desired end structure of the really solid, rigid pallet made of this lightweight wooden core. So that lightweight wooden core is made up of a top surface and a bottom surface with nine individual supports in the middle. That makes for a pretty complex structure, especially because in order for this pallet to achieve the rigidity that you want you have to evenly and completely spray not just the top and the bottom, but inside of those individual supports that --

it's a very complex spraying process.

It's made more complex by the fact that this spraying process, this polymer that we're spraying on top, is actually not a polymer when you spray it. It's made of two different reactive chemicals that when they spray they actually react in the air as they're being sprayed so that they turn into a polymer that they out, polymerize on the surface of the pallet as they're being sprayed. So how far the nozzle is from being sprayed, the pattern that it would be sprayed and all of the complicated maneuverings of the wooden pallet in order to be sprayed make that process very complicated.

And, of course, in order to produce a significant number of these pallets in a short period of time this has to be done at high speed. So the spraying process involved rotating and maneuvering a wooden pallet and rotating these complicated spray heads for robots. The end result bottom line is that there was a complicated set of computer code for managing and moving these pallets through the system and in order to make sure that you could create a end product that was sprayed appropriately.

Here there is undisputed evidence that PALIOT took in using this robot coding, specifically -- and I'm pointing you to the declaration of Richard Crow, Exhibit 3 at paragraphs 12 to 15. He describes that in April of this past year Palltronics met with a robotics company called FANUC. And

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FANUC worked with -- did work with Lightning and is also
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      working with, as they admit in their evidence, is also working
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      with PALIOT.
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               The purpose of the meeting in April was to conduct a
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      study as to the movement of the arms of a robot within the
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      spraying system for Palltronics. And when they went to this
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      meeting Mr. Crow noted that there was a preliminary
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      presentation that was provided by FANUC. And in that
 9
      preliminary presentation it had a presentation for Palltronics,
      but it also had a identical presentation for PALIOT.
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11
               So what he observed was that FANUC, this company that
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      does robot work, had both evidence -- and it had a study for
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      Palltronics and it had a similar study, if not an identical
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      study, for PALIOT.
                          To accomplish that study, you have to know
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      how the robots move in the space.
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               THE COURT: How do robots move in what? How the --
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               MR. KOERING: In the space that the -- I'm sorry, your
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      Honor.
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               THE COURT: Okay. I just didn't hear you.
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               MR. KOERING: I apologize. I'll try and speak a
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      little bit more slowly. The robots are placed into a spray
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      booth, and they have to move their arms within that spray
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      booth.
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               THE COURT: Okay.
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               MR. KOERING: So in order to know where those arms are
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going to move you have to know where the pallets are going to be placed and moved within that spray booth during the spray process. They call it a reach study. But in order to do that reach study you need to know where the pallets are going to be moved and where and when and understand the programming of the robot to do that. You need the robot programming to be able to do that reach study.

And when Mr. Crow met with FANUC they had already done this preliminary simulation suggesting they already had the robot code. Now, this is the same robot code that was developed at Lightning and that Palltronics purchased through this bankruptcy system -- bankruptcy process.

Now, when Mr. Crow asked FANUC do you need my computer code to complete this reach study, FANUC said, no, we're fine, and they said they didn't because they already had the code.

Now, what that means is that they had done a reach study for PALIOT and they had done a reach study for Palltronics, and then they said they already had the code necessary to deal with the -- to understand the movement of the robots in that system.

So a reasonable conclusion, the only reasonable conclusion from that, is that they got that code from somebody at PALIOT.

The second major trade secret that is at issue is the carbon credit model, and this is a feature of the business use system at Lightning for how they were advertising to their customers how they could save money and benefit from -- they

could save money and benefit from the lesser weight of this composite system, the composite pallet.

What Lightning did -- what the individuals at Lightning did is they developed a system for parties using this pallet to gain carbon credits for shipping these pallets over a period of time -- over a length of distance. And Lightning developed this methodology to reduce their customers' costs and to provide benefits for them.

Now, PALIOT does not dispute it is using this model. As a matter of fact, it's on its website. It says that it is using this carbon credit model. PALIOT's only defense is that it claims that this carbon credit model was advertised, and this is at their response at Pages 17 to 18. But even a cursory look at the evidence it cites showing that it -- it shows that all that was discussed was a very high level concept of carbon credits. The specific methodology to how was not disclosed. Instead, that was taken with -- by the ex-Lightning employees, including Mr. Rich MacDonald. Now, these are two key assets of Lightning that were purchased by Palltronics and that are nevertheless clearly and unambiguously being used by PALIOT right now.

So I know I'm coming up on a half an hour, so I want to be sensitive about the time, but based off of these two bases, the clear definition and broad definition of assets under the sale order and the clear and unambiguous use of at

least these two kinds of -- these two particular trade secrets from Lightning, there should be an injunction issued that prevents the further violation of a sale order and that prevents the use of any trade -- misappropriation of any trade secret of assets purchased by Palltronics from Lightning during the bankruptcy process.

THE COURT: Okay.

MR. KOERING: That's my presentation. If you have any questions, I'm happy to answer them.

THE COURT: Okay. I don't have any questions at this time. Let's hear from the other side.

MR. KOERING: Thank you.

MR. CATALDO: Thank you, your Honor. Christopher Cataldo for PALIOT.

Your Honor, we dispute virtually every one of the factual assertions that they have made. We have set forth detailed affidavits from not only representatives of PALIOT, but from the former CEO of Lightning who has thoroughly explained how the items they're claiming here as their assets were disclosed publicly.

We've laid out in detail, contrary to what counsel said, how we have independently derived and created all of these items and which -- virtually all of which the things they're talking about are technology that are owned by third parties. It wasn't owned by Lightning. It was never purchased

by Palltronics. And, your Honor, we request an evidentiary hearing if you think there's a dispute on these issues of fact. We have rebutted every single point that they've made and then some.

So let's get into some of the specifics. Lightning was a troubled company, was forced into bankruptcy from its creditors. It never created a functional process. It never completed a process to build this pallet, and it was never actually in business selling pallets. It was still in the development stage when it was shut down.

The sale of assets was primarily -- and Mr. Owen lays this out in his declaration. He was the former CEO of Lightning. It was -- virtually all the five million is attributable to physical assets. They sold machinery, equipment, inventory. Yes. Is there some intellectual property that was included? Yes, there is, and it's on a schedule. There's a specific schedule to the asset purchase agreement that we're going to look at in a minute. And, if it's not on the schedule, then it wasn't purchased by Palltronics.

And the fundamental rule, your Honor, that I think is applicable here is that the Plaintiff in this case could not have bought anything greater than what Lightning had, okay.

Lightning, if it didn't have that asset, it couldn't have sold it, and they're trying to grossly overstate what, in fact,

Lightning had as if it had some sort of a monopoly on this smart pallet when there were many people -- and we're going to look at a video in a minute -- who were already in this space doing the very same thing they're somehow claiming was proprietary to them.

But, your Honor, they have seriously misrepresented what's on the schedule in terms of what they bought. And, if we could bring the schedule to show you the language, because that language about information used or usable it doesn't mean what they say it means, because this is what they purchased.

THE COURT: Is this Schedule 2.1.4?

MR. CATALDO: It is.

THE COURT: All right. Okay. All right.

MR. CATALDO: So what they bought, all of the debtor's and the estate's entire right entitled and interest and into the following assets. So only to the extent the debtor, which is Lightning, had rights in these things were they sold.

And the section that they're talking about is Section B, "Any and all trade secrets or similar protection for confidential information." Then it says "including proprietary business," et cetera, et cetera.

And within that parenthetical relating to or describing the trade secrets there is this language about information used or capable of being used, but that's only if it's a trade secret or similar protection. They don't have any

rights or they don't have any protection above and beyond what would qualify as a trade secret or otherwise protectable at law. So for them to just say somehow that if there's general knowledge or information in the industry that Lightning was using, that somehow they have a monopoly over public information or information that's generally known in the industry that wouldn't qualify as a trade secret, that is absolutely a gross overstatement, because Lightning never had that. Lightning never had a monopoly. It didn't have much of anything in terms of actual trade secrets in this realm.

And, your Honor, I would ask -- I hope the court reviewed the declaration under oath of Mr. Owen who was the CEO of Lightning. This was his project, developing this pallet.

And he goes through and explains in detail why virtually everything counsel just talked to you about before a few minutes ago was not a trade secret, or how it was derived from intellectual property of third parties who still have those rights, and we're going to talk about that in a minute.

And so the idea that counsel just presented that somehow Lightning had a monopoly on information that pallets that have these basic features, which is a wood core, that has a polymer coating, that is -- that has smart technology, is traceable in the industry, that's something that's been done for years and is available.

There's a You Tube video that we referenced it in our

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      materials for another company that's been doing this for years,
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      and that's the video I want to play to the court right now.
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               If you would play that, Jon.
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               (At 2:53 p.m. at this time video is played. Back on
               the record at 2:57 p.m.)
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               MR. CATALDO: So the point of that video, your Honor,
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      is everything that they've talked about a moment ago is already
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      being done. That video is out there for six years. There's
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      other companies been doing this. There are other
      manufacturers.
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               Counsel talked about this chart of general features.
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      It's like saying that Tesla has stolen all of Ford's ideas,
      because Tesla's cars all have four wheels and so do -- and
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               It's ridiculous. Every pallet in the industry has the
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      same basic features. And they just talked about how Ahrma's
      pallet who's been out there for six years has all of these same
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      basic features as well. That's not proof of anything, your
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             And we laid out in our response how every single one of
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      these items that they've talked about was derived independently
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      by us and/or was disclosed to the world by Lightning.
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               For example, they do make a big deal in their motion
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      papers about how they use this proprietary wood core. Well, as
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      Mr. Owen explains, and we attached multiple interviews he gave
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      to the press where he openly talked about how they -- where
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      they were getting this wood, this specific Brazilian wood, the
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public documents that are available that show exactly what wood they were buying, where they're buying it. But, your Honor, we don't even use that wood. We attached declarations from our people who say we buy different wood from different suppliers. But the fact that they're using a wood core, your Honor, is not a trade secret, it's not an asset. It's not violative of anything.

Now, they make a big deal in their papers, and counsel didn't say much about it here, about the plastic coating.

Every pallet in the industry has a plastic coating. Now, the one that they use and they claim these special rights in it is called Exobond. And Mr. Owen in his declaration that's attached talks about how they created it with two manufacturers, one called BASF and another one called Ultimate Linings. And Lightning indeed has the right to prevent one of those companies called Ultimate Linings from selling that specific polymer to any other company, but that's it. He acknowledges that Ultimate Linings is free to sell different polymers, different plastics, to anyone else, your Honor.

And actually, Mr. Owen in his declaration says that these polymers are really no different than the polyurethane if you went down to Home Depot and bought a can of polyurethane for wood. It's pretty much the same stuff. And there are multiple manufacturers who make this material, and you saw it in that video. There's a huge conglomerate. It's called BASF.

It's a multi-national billion-dollar company that has an enormous product line of making these polyurethane components.

We don't use the same one, your Honor. We independently developed one that's just a polyurea. It's completely different blend and manufacturer that we independently created on our own. We're not using the one that Lightning was using. We didn't take anything from them and any of their assets. The fact that every pallet in the industry has a coating on it, your Honor, is not a trade secret.

They also constantly talk about the spray technology. And guess what? Mr. Owen deals with that. He was instrumental in creating for Lightning the spray technology that they're using. Lightning didn't create it. They bought it from a company called ALSI. ALSI has developed the spray technology in connection with the OEM manufacturers. This is the basic technology. And you saw some of it in that video where they have the robots that are spraying. That's the technology that's used by Ford, GM, Chrysler to spray paint on cars. That's what ALSI does. They create that spray system.

And what happened was ALSI changed the system to be able to spray these polyurethanes. And ALSI is seeking a patent on that technology, not Lightning. They have no rights in that technology whatsoever, nothing.

So my client, as is anyone is free to in the world, went to ALSI, and we made an agreement with them for them to

create a technology -- for us to pay them for their technology, nothing to do with Lightning. Lightning does not have any rights in that technology whatsoever.

And so counsel made this big deal a moment ago about these conclusions that they've leaked to about these codes.

And you saw the robot there on that video, and there are codes that tell the robots how to move. They were set forth in the affidavit of Mr. Owen. The codes are not the property of Lightning. The codes are owned by the company that creates the robots. In this case it's a company called FANUC.

And, in fact, let's have an evidentiary hearing on this. We'll bring FANUC in to testify that they own the codes. They're their codes. We didn't steal anything. We're not using anything of Lightning's. We never have used anything of Lightning, your Honor. And we're free, as anyone in the world, to go to contract with FANUC and work out a deal with FANUC to make robots and have them create and develop codes for us. That is the free world and the free market.

And the other thing, counsel made this big deal of these carbon credits. Again, the tracking of these pallets through the internet and the use of this carbon credit model. If you go back to the materials we submitted, Mr. Owen made public statements explaining how all of this works and what they're doing.

And, your Honor, again we'll have an evidentiary

hearing, and I'll put Mr. Barry and our people on the stand to testify how what we're doing we've created using our own third-party vendors and using their technologies, not anything that Lightning is doing, nothing, your Honor. We are not using anything that is theirs.

And, yes, was there a mistake that was made on that Linked In page, which is social media that's not intellectual property. Yes, there was. And the bankruptcy court dealt with that. Mr. MacDonald improperly accessed a Linked In page and he shouldn't have, but that has nothing to do with intellectual property rights, because we haven't used any of their intellectual property rights.

And so again, your Honor, we request an evidentiary hearing, because they cannot prove anything. There is no evidence of misappropriation whatsoever. They've made these wild allegations of these -- leaping to these conclusions about stealing things.

The only thing that they put -- there was one declaration they attached to their brief where this gentleman made an accusation against two people, Mr. Gruber -- and who's the other one -- claiming that he said -- that while they were working at Lightning, this is before they left the company, they had certain information on their laptops. And he quote, unquote suspected, that was it, suspected that they had kept the information after they left the company. That's it.

That's the extent of it.

We've submitted declarations for both of those gentlemen saying unequivocally not true, they didn't take anything with them after they left Lightning, and they're not using anything of Lightning's for PALIOT.

Counsel talked about how they have all this confidentiality was so important, so important. Where are the confidentiality agreements? They haven't attached any. There was one attached, and that was for Mr. MacDonald. All of the other people that they talked about they do not have signed confidentiality agreements for them. No one is violating confidentiality agreements. No one is using their information. We're using information that's in the public realm that other manufacturers are also using, and we're using information derived from third-party vendors.

One more that counsel didn't mention, but they make a big deal about it in their brief, that Lightning had been developing the method for how it manufacturers the pallets.

And again, we return the court's attention to Mr. Owen's declaration. He was the CEO of Lightning who said they didn't develop that, it was developed by a third-party vendor who created that for them.

My client went to a different company. There are many companies out there that manufacture -- that build assembly lines. That's their business. And we used a company called

ATS. They have built a lot of assembly lines for automakers. It's their technology that's being used.

And, your Honor, we have not used any technology on any of these issues of Lightning, and this is a gross overstatement of, you know, what's been happening here. I mean, they filed this respectfully we think just because they don't want another competitor in the marketplace, not because we're using any information of theirs or anything that they have any kind of a right to.

And so then in terms of irreparable harm, your Honor, they haven't shown anything in terms of irreparable harm.

Remember, they're not functional. Their company isn't even up and running. They're not selling. We don't know if they have developed an operational system. We know that they bought the Lightning system, which Lightning was -- before it went bankrupt it never got that system to be functional, meaning it wasn't actually running or building and didn't even have the capability of building pallets.

THE COURT: And is your company doing that?

MR. CATALDO: We are also, your Honor, in the process of trying to bring our pallet to market, and as of today's date neither of these companies is actually selling a pallet in the market.

THE COURT: And so is it helping you that you have these Lightning employees that may have information that might

be proprietary?

MR. CATALDO: Well, your Honor, people are entitled to make a living. And Lightning shut down, it couldn't pay its employees, and people had to go find jobs. So, yes, some of the people that did work for us used to work for Lightning, but they're not violating any of their agreements, and they are not doing anything other than using general know-how in terms of it's available.

For example, Mr. Barry who founded the company he had worked in the industry for years before he went and did anything with Lightning. He was not an employee there. He was a consultant for six months, did not sign as part of his consulting work. He did not sign any kind of a nondisclosure or noncompete agreement.

And again, we're not using any of their information in terms of what we've done. We've done everything independently, and that's why I'm asking for an evidentiary hearing on that so we can show --

THE COURT: And what would you show at the evidentiary hearing, that you've done everything independently?

MR. CATALDO: Absolutely, and or --

THE COURT: And how will you show that?

MR. CATALDO: Well, I will show that, because I'll bring in, for example, Mr. Barry who will testify how all of these items were created. I'll bring in the vendor on the

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paint, spray technology to explain it's their technology and how we went to them and are using their technology, not any technology of Lightning. I'll bring in FANUC to explain how the robot codes are theirs and how what we're doing is using the proprietary technology of FANUC, not anything of Lightning. I'll bring in Ultimate Linings, the people that developed the polymer, to explain how what we're doing in terms of what the product we're using is not the same polymer that Lightning had limited rights in, and so on and so forth. I'll bring each and every one of those. I'll bring them in, your Honor, and we'll put them on the witness stand and show you how this was all created independently, and that our employees are not using, they didn't take with them, any proprietary information of Lightning and they're not using it. And so we vigorously dispute that, that anybody has misappropriated anything. THE COURT: Okay. All right. Thank you. Do you wish to have a very brief reply? MR. KOERING: Just briefly I'd say two things. I note that if indeed PALIoT is not engaged in any wrongful behavior here then they shouldn't object to entry of an injunction that would prevent them from using the assets of Lightning as defined in the sale order or for using any trade secrets of Lightning. So that -- again, as I said at the beginning of this, this could be a short hearing if that's really the allegation that's being made.

Second, you know, I know that we've heard a lot about a lot of very broad statements about what everybody is doing in the industry and what everybody is -- what is out there and everybody must be doing. I would just say this. The essence of trade secret law is not novelty. It is access to critical information that belongs to a company and that is protectable for that company.

If PALIOT were to say we are absolutely copying this product from Ahrma, it would be a different issue, but they're not. Again, if you take a look at the chart that Mr. Heiberger put together, it's not just one or two things that were being copied from Lightning. It's their whole business model and their whole process. And it's because they gathered this information from Lightning that's the problem.

And certainly we can talk about some other issues, but that's the basic point. The issue here is access to information from Lightning and using it in their business. And that's the source of the problem here, not any sort of third-party issues.

With that, I just want to be cognizant of the court's time and I'll end there, unless you have any additional questions, your Honor.

THE COURT: Well, Mr. Cataldo, Mr. Koering has thrown out this wall to you twice about how if you're not in violation why won't you agree to an injunction.

MR. CATALDO: Your Honor, because they've defined assets. If you read their reply brief as simply being in the industry, being in the business. If you're selling -- they're claiming that their assets, based on what they said in their reply, is that any pallet that has the same features. That means if you have a pallet with a wood core, that you're coating it with plastic and it has the ability to be tracked, they claim that's their asset. And that's unsustainable, because every pallet in the industry has those same features, but they're claiming it here that that's their asset.

They're trying to put -- we're put out of business, your Honor, if you grant this, because we are selling a pallet that has common features with other pallets in the industry, but we don't use their technology. If it was limited to anything that is specific to their technology, that is truly a trade secret, it wouldn't be an issue, but they've defined it so broadly beyond what is in any legitimate sense a trade secret.

And again, your Honor, I come back to another point. They haven't shown that they actually have any trade secrets regarding these items, because every single item that we've talked about was actually created by a third party. For example, the spray technology that they reference. They don't have a trade secret on the spray technology. It's not theirs.

THE COURT: Okay.

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MR. CATALDO: So, your Honor, they have the burden to
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      show this. I don't have the burden to not show it, which
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      you're kind of putting it on me.
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               THE COURT: No, I'm not swapping the burden. I just
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     wanted to you to respond to it since he came out with it two
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      times.
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               I interrupted you. Do you have more rebuttal, or I
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     guess it's a reply?
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               MR. CATALDO: Is that directed to me, your Honor?
               THE COURT: No, no, that was not to you, because
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     you've had your opportunity.
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               Okay. Go ahead, Counsel.
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               MR. KOERING: Thank you, your Honor. I don't have
      anything further to add except that to the extent that your
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     Honor is interested in some sort of a evidentiary hearing we
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     would ask for the entry of at least a temporary restraining
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      order in the meantime.
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               And to the extent that it matters, what we have asked
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      for in terms of an injunction is the capital A assets, which is
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     defined in the sale order, not by us. And counsel suggests
      that he's fine with the definition of a sale order of assets
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      and the sale order under 2.1.4. So again, it suggests that
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     maybe an injunction is appropriate here based on that language.
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               MR. CATALDO: Your Honor, we are not conceding an
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      injunction is appropriate, because then no matter what we do
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we'll be in here on countless contempt motions, because their
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      plan is to put us out of business. It is not to protect
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      intellectual property, your Honor.
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               And I would then request if we're going to have any
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      kind of an injunction it would have to be a bond, as I'm
      entitled to under Federal Rule of Civil Procedure 65.
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      your Honor, respectfully until we have an evidentiary hearing,
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      there shouldn't be any type of preliminary order entered. This
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      is our position.
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               THE COURT:
                          Okay.
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               MR. CATALDO: They haven't shown anything.
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               THE COURT: Well, thank you for your arguments.
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      it's my expectation that I'll have something out to you next
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      week on Tuesday or -- Tuesday or Wednesday, all right.
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      Probably Wednesday, all right.
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               MR. CATALDO: Thank you, your Honor.
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               MR. KOERING: Thank you very much, your Honor.
                                                               Happy
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      holidays.
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               THE COURT: All right. And so I hope everyone will
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      have a very lovely holiday. And hopefully, as I said, we won't
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      get that snow that's in Chicago.
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               All right. Thank you very much, and this matter is in
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      recess.
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               MR. CATALDO:
                            Thank you, your Honor.
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               MR. KOERING:
                             Thank you.
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(The proceedings were adjourned at 3:15 p.m.) 2 3 4 5 6 CERTIFICATE OF COURT REPORTER 7 8 I, Sheila D. Rice, Official Court Reporter of the 9 United States District Court, Eastern District of Michigan, 10 appointed pursuant to the provisions of Title 28, United States 11 Code, Section 753, do hereby certify that the foregoing pages 12 is a correct transcript from the record of proceedings in the 13 above-entitled matter. 14 15 16 s/Sheila D. Rice Sheila D. Rice, CSR-4163, RPR, RMR 17 Federal Official Court Reporter United States District Court 18 Eastern District of Michigan 19 Date: 12/23/2022 20 Detroit, Michigan 21 22 23 2.4 25